

Message Text

UNCLASSIFIED

PAGE 01 BUENOS 05456 171950Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----061498 181345Z /46

R 171910Z JUL 78
FM AMEMBASSY BUENOS AIRES
TO USDOC WASHDC
INFO AMEMBASSY BRASILIA
AMCONSUL SAO PAULO
AMCONSUL RIO DE JANEIRO
AMCONSUL SALVADOR
SECSTATE WASHDC 6518

UNCLAS BUENOS AIRES 5456

BRAZILIAN POSTS PASS TO ADVANCE OFFICER WATTS

E.O. 11652 N/A
TAGS BEXP, AR
SUBJECT PETROLEUM EXPLORATION TRADE MISSION

REF: A USDOC 12142; B USDOC 12615; C USDOC 12675;
D BUENOS AIRES 2880; E BUENOS AIRES 5446

1. SUPPORT BY ARGENTINE ORGANIZATIONS: SECRETARIAT OF ENERGY HAS AGREED TO CO-SPONSOR MISSION AND WILL ACTIVELY ASSIST EMBASSY IN SCHEDULING APPOINTMENTS AND PLANNING MISSION. BOTH SECRETARY OF ENERGY AND PRESIDENT OF YPF (NATIONAL OIL COMPANY) WILL MEET WITH MISSION AND PROVIDE BRIEFING. ARGENTINE PETROLEUM INSTITUTE (IAP) WILL NOT OFFICIALLY CO-SPONSOR MISSION (BECAUSE OF ITS POLICY CONCERNING SUPPORT FOR COMMERCIAL ACTIVITIES) BUT WILL ACTIVELY SUPPORT EMBASSY IN PLANNING MISSION.

2. MARKETING OBJECTIVES: IN ORDER MATCH MISSION
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MEMBERS WITH APPROPRIATE ARGENTINE OFFICIALS AND BUSINESSMEN, WOULD APPRECIATE SPECIFIC INFO ON TYPE OF BUSINESS CONNECTIONS SOUGHT BY EACH MISSION MEMBER (END-USER; AGENT; LICENSEE; CONSULTING CLIENT; ETC.) AND WHETHER EACH WISHES SEE INDUSTRY OR GOVERNMENT OFFICIALS OR BOTH. IF ADVANCE OFF. WATTS NOT CARRYING THIS INFO, PLEASE CABLE FROM

USDOC ASAP.

3. EXISTING LOCAL REPRESENTATIVES: PLEASE CABLE NAMES OF ALL ARGENTINE REPS OF MISSION MEMBERS PLUS ANY SPECIAL ARRANGEMENTS WITH THEM THAT ARE REQUIRED, AND ADVISE WHETHER WE SHOULD CONTACT THEM. (NATIONAL SUPPLY PARENT FIRM ARMCO STEEL HAS LOCAL OFFICE.)

4. FORMAT FOR MEETINGS: IN ORDER MAXIMIZE NUMBER CONTACTS POSSIBLE, WE RECOMMEND MISSION MEET (AFTER INITIAL BRIEFINGS) WITH ARGENTINE APPOINTMENTS AT CENTRAL SITE (PREFERABLY MISSION HOTEL), RATHER THAN MAKE SEPARATE CALLS ON FIRMS AND GOVERNMENT AGENCIES. (ACCORDINGLY, WE HAVE RESERVED CONFERENCE ROOM AT SHERATON (WHERE MISSION WILL STAY). SEE REF E RE CONFERENCE ROOM BOOKING.

5. FIELD TRIP: WE RECOMMEND FULL SCHEDULE HERE (AFTER BRIEFINGS DESCRIBED ABOVE) BE DEVOTED TO MEETINGS WITH ARGENTINE CONTACTS. FIELD TRIP IS NOT ESSENTIAL AND WE DO NOT RECOMMEND VISIT TO COMODORO (REF D) OR OTHER POINTS OUTSIDE BUENOS AIRES. SPECIAL ARRANGEMENTS COULD BE MADE FOR INDIVIDUAL MEMBERS WHO WISH DEVOTE TIME AFTER MISSION CONCLUSION TO POINTS OF SPECIAL INTEREST
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TO THEM.

6. BROCHURE: WILL COVER SEPTTEL.
CASTRO

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Draft Date: 17 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
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Drafter: n/a
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Film Number: D780294-0664
Format: TEL
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t19780754/aaaabtfc.tel
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Office: ACTION ARA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1990917
Secure: OPEN
Status: NATIVE
Subject: PETROLEUM EXPLORATION TRADE MISSION
TAGS: BEXP, AR
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/e0f97f72-c288-dd11-92da-001cc4696bcc
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